



DEVELOPMENT COMMITTEE

UNA FOUNDATION

Tuesday, March 1, 2022; 11:00 a.m.

Zoom Link: <https://una.zoom.us/j/91380466078>

AGENDA

- I. WelcomeStephanie Teichmiller '84, Chair
- II. Review of Prior Meeting Minutes.....Stephanie Teichmiller
- III. Office of Advancement Update..... Barbie Terry
 - Development Highlights
 - Advancement Goals Update
 - 1830 Giving Day Initiative
 - Purpose and Goal
 - Action Items
 - Events Update
 - Sesquicentennial
 - Una.edu/unawoman
 - Weekend of Women
 - Women of Influence
 - Spring Meeting

MEMBERS

<i>Stephanie Teichmiller '84, Chair</i>	<i>Jacob Ladner '10</i>
<i>Melissa Long '79, Vice Chair</i>	<i>Derrick Mills '00</i>
<i>Christie Bevis '97</i>	<i>Sharon Harris '83</i>
<i>Lorri Glover '90</i>	<i>Robert Steele '78</i>

Barbie Terry, Staff Liaison

ARTICLE V, Section 5

The Development Committee shall assist the President of the University and Advancement staff as directed by the Chair in identifying and cultivating potential major donors.



University of
NORTH ALABAMA

FOUNDATION

**MINUTES
DEVELOPMENT COMMITTEE
UNA FOUNDATION**

Friday, November 12, 2021; 10:30 a.m. – 11:30 a.m.

GUC Banquet Hall E

Present: Stephanie Teichmiller; Chair, Christie Bevis, Jacob Ladner, Derrick Mills, Robert Steele

Absent: Melissa Long, Lorri Glover, Sharon Harris

Others Present: none

Staff Liaison: Barbie Terry

The meeting was called to order at 10:30 a.m. by Stephanie Teichmiller, Chair. A welcome was extended by Chair Teichmiller and the group took this time for introductions for new members. Chair Teichmiller presented the minutes from the July 23 meeting to the committee. The minutes were passed as presented. Chair Teichmiller then turned the meeting over to Ms. Barbie Terry for an Office of Advancement update.

Ms. Terry shared the Advancement update starting with a fiscal year '21 review. It was noted that all goals listed were met with emphasis added to the Number of Unique Donors goal. It was noted that this is the main focus of the Development team in fiscal year '22 as well. Next, Barbie went over the Development Highlights which were included in the board at large packet. Next, the team discussed the updates to the President's Cabinet and had discussion around ensuring all of our constituents know that we want everyone to give at the level they are most comfortable to the area that speaks to their philanthropic passions. This led to discussion on how the Development Committee can assist in our fundraising efforts. Member, Robert Steele asked for a list of constituents that live within a radius of his home in Georgia. Barbie noted that she will provide a list of names and city to Robert to see if he has connections that he can help make in Georgia. The group discussed how helpful it is to have a peer to peer advocate when we are scheduling visits. Next, the group discussed the Weekend of Women coming up in the spring as an opportunity to invite prospects to join us and experience student work first-hand. Last, Barbie updated the group on the inaugural year of Women of Influence awards. She shared the webpage to see more about the awards. There was discussion around women getting involved to learn more about what is going on at UNA to help them see the behind the scenes to identify their philanthropic passions. We also discussed the opportunity for men to give in honor of a woman in their life and provide a membership.

Chair Teichmiller called for any questions or additional comments and the meeting adjourned at 11:30 a.m.



Development

- On March 1st, UNA Advancement will launch the month-long 1830 Giving Day Initiative. The purpose of the initiative is to give everyone the opportunity to experience the true joy of giving while empowering our great University, faculty, staff, and students to become all they are capable of becoming. We invite you to become one of the 1,830 donors who give a gift of at least \$10 as part of the 1830 giving day initiative; join us by giving a gift to the area of campus that means the most to you and receive a commemorative 1830 Giving Day Initiative challenge coin.
- Secured 9 Namings:
 - Lyons HR MBA
 - Abroms & Associates Master of Accountancy
 - The Joel R. Anderson Generator; The Joel R. Anderson Entrepreneurship Lab; in addition to a named scholarship
 - *namings are pending formal BOT formal approval on 3/4/2022
 - The Bank Independent Leadership Endowment (University Annual Fund)
 - The Joe & Daryle Elmore Athletics Endowment (Athletics Annual Fund)
 - The Gregory W. Owens College of Business & Technology Leadership Fund (COBT Annual Fund)
 - In 2019 had secured the Anne and Trampas Arts & Sciences Endowment (CASE Annual Fund)
 - *These endowments are profoundly significant as they ensure the perpetual vitality of the University, College, or Department.
- Completed 2/5 Annual Giving Initiatives
 - Leo and Una Giving Day Initiative (Lions)
 - \$29,426.41 Raised
 - 179 Donors
 - 186 Gifts
 - Founders' Giving Day (1830 Fund)
 - \$39,374.54 Raised
 - 179 Donors
 - 210 Gifts
- On December 15, 2021, secured the largest gift to date for the College of Business and Technology- \$2,100,000
- On December 30, 2021, secured the largest gift in UNA history - \$6,500,000

- **FY22 Goals and Progress as of 2/17/2022 (38% of the year elapsed):**

	Goal	Actual	% of Goal
○ Total Dollars	\$6,000,000	\$15,525,440.51	259%
○ Annual Giving	\$800,000.00	\$480,726.98	60%
○ Unique Donors	2,272	1,072	47%
○ 1830 Fund	\$120,000.00	\$1,030,232.74	859%

- In the 2nd Quarter of the FY, we have already surpassed the previous largest fundraising year in UNA history (\$12,673,900 in FY18). As of 2/17/2022 we have secured \$15,525,440.51 in new gifts and commitments.